

Message Text

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ACTION NEA-10

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FM AMEMBASSY KABUL

TO SECSTATE WASHDC 4078

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FOR NEA/PAB - BOB PECK FROM TED CURRAN

E. O. 11652: N/A

TAGS: BEXP, AF

SUBJECT: SUGGEST BUSINESS CALLS FOR AMBASSADOR ELIOT

1. PLEASE MAIL FOLLOWING MESSAGE TO AMBASSADOR ELIOT IN ENVELOPE ADDRESS: 401 GOLDEN GATE AVENUE, BELVEDERE, CALIF., 94920.

2. FOR AMBASSADOR ELIOT FROM CHARGE. FOLLOWING ARE SUGGESTIONS FOR VISITS OR TELEPHONE CALLS DURING REMAINDER YOUR U.S. STAY ON U.S. BUSINESSES WHICH HAVE OR MIGHT HAVE A ROLE TO PLAY IN AFGHANISTAN. I HAVE INCLUDED TALKING POINTS IN EACH CASE.

3. GENESCO, INC, 111 SEVENTH AVE N, NASHVILLE, TENNESSEE. (TEL. 615-747-6442). A TELEPHONE CALL TO MR. RUFUS CRAIG, CHIEF LEGAL OFFICER, GENESCO, OR TO OTHER SENIOR OFFICIAL WOULD BE USEFUL TO ENCOURAGE THE FIRM'S CONTINUING INTEREST IN THE YAQUB LEATHER INDUSTRIES JOINT VENTURE. AFTER A YEAR OF DIFFICULTIES AND DISAPPOINTMENTS, THE PROJECT NOW SEEMS TO BE MOVING AHEAD SMOOTHLY.

4. HARZA ENGINEERING CO, 400 W. MADISON ST, CHICAGO, ILL. (TEL: 312-RA6-3451). SUGGEST A TELEPHONE CALL. YOU HAVE MET PREVIOUS HARZA REPRESENTATIVE, TOM HORKAY. HARZA CURRENTLY HAS NO REP IN AFGHANISTAN; IS PREPARING TENDERS FOR KABUL TURBINE POWER PROJECT; IS TENTATIVELY TOP RANKED

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FOR KAJAKAI SPILLWAY GATES PROJECT. IN COURTESY CALL, YOU

MIGHT REITERATE VALUE OF RESIDENT REP TO PURSUE CONTRACTS.

5. MACANDREWS AND FORBES CO, 3RD AND JEFFERSON STS, CAMDEN, N.J. (TEL: 609-964-8840). SUGGEST A PHONE CALL OR A VISIT IF IT CAN BE TIED IN WITH YOUR NEW YORK VISITS. AFGHAN INVESTMENT COMMITTEE HAS JUST APPROVED JOINT VENTURE \$4 MILLION PROJECT WITH MACANDRESS/FORBES AND AFGHAN PARTNER TO PROCESS LICORICE ROOT IN AFGHANISTAN FOR EXPORT. WE HAVE LITTLE INFO, BUT APPARENTLY FINANCING NOT YET ARRANGED. THIS WILL BE BIGGEST U.S. JOINT VENTURE, OTHER THAN ARIANA, IF IT WORKS.

6. THE FOLLOWING THREE FIRMS ARE COMPETING FOR NUMEROUS CONSTRUCTION/DEVELOPMENT CONTRACTS IN AFGHANISTAN, AND ALSO FOR PARTICIPATION IN THE INDUSTRIAL DEVELOPMZNT CORPORATION (IDC) CONCEPT OF ENG. TOUNUQUI AS JOINT VENTURE PARTNERS WITH THE GOA. IN ANY EVENT, THEY ARE LIKELY TO PLAY A PROMINENT PART IN AFGHANISTAN IN THE NEAR-TO-MEDIUM TERM, AND IF ANY ONE WINS THE IDC, TO BE AN EXTREMELY IMPORTANT PART OF THE U.S. PRESENCE HERE. IF A PERSONAL VISIT TO EACH COULD BE ARRANGED, IT WOULD BE VALUABLE. IF NOT, A TELEPHONE CALL WOULD STILL BE EXTREMELY USEFUL.

(A) IECO, 220 MONTGOMERY ST, SAN FRANCISCO, CALIF. (TEL: 415-397-4071). NOLAN PIKE IS REGIONAL MANAGER FOR MIDDLE EAST (INCLUDING AFGHANISTAN). IECO (AND MK) MAY BE SUFFERING FROM A BIT OF OVER-EXPOSURE IN AFGHANISTAN. WE HAVE REPORTS THAT THE GOA FEELS THEY HAVE A "STRANGLEHOLD" ON THE HELMAND VALLEY AND WANTSTO SEE "NEW BLOOD". THEY REMAIN, HOWEVER, HIGHLY RESPECTED FOR THEIR COMPETENCE AND ABILITIES, BUT AFGHANS ARE WATCHING FOR SIGNS OF ARROGANCE. WE SHOULD ENCOURAGE THEM TO PURSUE THE IDC CONCEPT AND CAUTION THEM TO EXERCISE CARE WITH THEIR PROPOSALS AND PROJECTS TO AVOID CHANCES OF ADVERSE GOA REACTIONS.

(B) FISCHBWCH AND MOORE INTERNATIONAL CORP (FOI), 4800 CASH ROAD, DALWS, TEXAS (TEL: 214-637-3280). W. L. FOSTER, EXECUTIVE VICE PRESIDENT (AND A VERY TOUGH HOMBRE) HAS RECENTLY VISITED AFGHANISTAN. IF IDC IS SCALED DOWN TO A LIMITED OFFICIAL USE

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JOINT VENTURE CONSTRUCTION COMPANY, THEY ARE PRIME CONTENDERS. GOA HAS EVEN SUGGESTED THEY JOIN HANDS WITH IECO TO PROPOSE ON IDC. THANKS TO GIVENS, THEY HAVE A GOOD RECORD HERE. FOSTER SHOULD BE ENCOURAGED TO PARTICIPATE HERE AND CAUTIONED ABOUT THE NEED FOR PATIENCE AND DIPLOMACY. FYI FOI IS HAVING A SQUABBLE WITH IECO ABOUT DELAYS IN EQUIPMENT DELIVERY AT KAJAKAI. END FYI.

(C) TURNER CONTRUCTION CO, 150 E. 42ND ST, NEW YORK
(TEL: 212-573-0482). SENIOR VICE-PRESIDENT ROBERT KUPFER
HAS INDICATED HIS COMPANY IS DETERMINED TO BREAK INTO THE
AFGHAN MARKET. HIS COMPANY'S PROPOSAL ON KANDAHAR TEXTILE
TRIED TO BUY THE PROJECT THROUGH SUPPLY OF CHEAP CHINESE
EQUIPMENT. TURNER IS PROPOSING ON A CEMENT PLANT AND ON
IDC, AS WELL. IT WOULD BE VALUABLE TO INDICATE AT THE
TOP LEVELS THAT WE COULD OFFER THEM MORE SUPPORT IF THEIR
PROPOSALS CONTAINED MORE U.S. SUPPLIED COMPONENTS.

7. PAN AMERICAN, PANAM BLDG, NEW YORK. MR. CHARLES W.
TRIPPE, VP, CORPORATE DEVELOPMENT (TEL: 973-6442) AND
ERSKINE RICE, VP, ARE OFFICERS CURRENTLY INVOLVED WITH
ARIANA PGOBLEM. (KABUL 5278 REFERS). VISIT SHOULD STRESS
IMPORTANCE WE PLACE ON CONTINUED PANAM INVOLVEMENT WITH
ARIANA, APPRECIATION WE HAVE OF CHARLIE BENNETT'S ACTIVITIES
HERE, AND OUR WILLINGNESS TO ASSIFZ IN REACHING SATISFACTORY
SOLUTION TO BOTH ARIANA'S AND PANAM'S CONCERNS. IT IS

UNLIKELY PANAM WILL HAVE HEARDYET FROM GOA ON THEIR PRO-
POSED DIVIDENT SOLUTION, BUT YOUR VISIT WILL REINFORCE OUR
STATUS AS INTERESTED PARTY TO RESOLUTION OF PROBLEMS.

FYI: WE RECOMMEND TO DEPARTMENT THAT PANAM GIVE WAHEED
ABDULLAH SOME HOSPITALITY WHILE ABDULLAH IS IN NEW YORK.
THIS WILL GIVE PANAM A CHANCE TO LOBBY FOR DIVIDENT PAYMENT.
END FYI.

8. LET US KNOW IF THERE IS MORE INFO YOU NEED.BEST REGARDS.
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